

RJ REYNOLDS

TOBACCO COMPANY

*Attention Judy
Camp Bell*S. R. MacLEOD
Region Operations Mgr180 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221

(716) 834-8232

Fax (716) 834-3145

December 24, 1996

RJR Account #315288

Mr. B. Grismore

DOWLING, INC.

FEBRUARY DORAL B2G1F / PROMOTION #700046

Dear Bud:

DORAL B1G1F product, and Live product, has been ordered (see quantities listed below), as well as 165 skus of B2G1F sleeves (Item #520841) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Full Flavor Kg	12300-23883	11	12300-16812	3
Light 100	12300-23881	11	12300-15212	3

Product PO # 1200A; Displays PO # 1201B

Product / Premium Arrival:

January 20, 1997

Ship Date to Retail:

Week of: January 27, 1997

SKU CUBE:

1.3600

SKU WT (w/o Product):

4.0000 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

4 Savings Cartons

EFT \$ Amount:

\$4,499.95

Non-EFT \$ Amount:

\$N/A

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SALES MATERIALS SYSTEM
ORDER REVIEW

01/08/97 08:35
ORDER NUMBER: 7008-0057

SHIP TO: 1623 / 315288

SKU	(LINES 1 - 1 OF 1 SHOWN)	UNITS/SKU	MAXIMUM ORDER QTY	ORIGINAL ALLOC QTY	L E V	REMAIN ALLOC QTY
165	520844 DOR B2G1F SLEEVE KIT-M	20 BOX		5760	R	447

(*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED

PF3 - RETURN TO PREVIOUS SCREEN	PF7 - SCROLL UP
PF4 - CONTINUE WITH ORDER	PF8 - SCROLL DOWN
PF12 - MAIN MENU	PF1 - HELP

PF1 - HELP

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

01/29/97

ACCOUNT NUMBER: 315288	DOWLINGS INC.
VOUCHER NUMBER: 15341673	92 CATAMOUNT DR.
DATE WRITTEN: 01/29/97	BOX#1002
STATUS: PAID	MILTON , VT 5468
AMOUNT PAID: 322.00	SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	11.50	322.00

EXPLANATION: DOR B2G1F 700046 / RT

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